WEEKLY REVIEW

Charter Week a Big Success

Sales Force Enthusiastically Join in Plan Suggested by John Dean Thompson

Best Week Since May 1st

Sales for June Exceed Those of May

The Weekly Review

Published in the Interest of the Sales Department of the Gerlach-Barklow Co.

VOLUME TWO | Thursday, July 8, 1909 | NUMBER TWENTY-NINE

CHARTER WEEK

In spite of the fact that Charter Week happened to fall at a time when we experienced the hottest weather of the summer up to this time, and the further fact that a number of the ordinarily good producers were unavoidably out of the field, the men who worked were able to make a record which will keep us hustling next year to beat it. In the first place, we went up against a big week of last year, one of the biggest of the summer. Consequently there was not a chance for making a spectacular increase, which we might have done under other circumstances. In spite of this fact, however, we have made better than a 50% increase, and, without any spectacular work on the part of any of the salesmen, without any big orders, Charter Week was the biggest week we have had for several months.

This shows what can be done when the force makes a united effort. Now we wish we could get you to do this every week. With our new building ready for occupancy, and we have already begun to install machinery in it, we are prepared to handle twice as much business as we are getting now. In order that we might be prepared to handle the business in the best possible manner, turn out the best possible work, and give the best possible services generally, we have made the largest investment ever made by any similar concern. It is now incumbent upon the G.-B. Sales Force to see that we have the largest business of any similar concern. As you know, there is no other house turning out a finer line of calendars, there is no other house that is treating its customers better, there is really no reason why we should not get the bulk of the business, and it is up to you to get it for us.

With the kind of a spirit displayed by the Sales Force under the lead of Mr. Thompson during Charter Week, it is only a question of time when the G.-B. Sales Force will surpass all other similar organizations in effectiveness and amount of business secured. When you reach this point, the G.-B. Sales Force will be the best paid force of the kind in the country. Therefore, your united action in helping to build up the G.-B. business will really mean the making of your own fortunes, for, of course, we cannot expect to make anything unless you make something at the same time.

We appreciate most heartily the kind words expressed by the various salesmen who have taken the pains to write an Anniversary letter, and the writer, on behalf of the Officers and Directors, wishes to express their thanks and appreciation.

Here are a few of the letters directed to the Officers and Directors of The Gerlach-Barklow Co.:—

FROM MR. CIES.

Gentlemen:—

The man who succeeds is a guiding star to every aspirant of achievement. The story of a great success is an inspiration to the ambitious. Congratulations are always acceptable to the deserving. Allow me to congratulate a Company that has surpassed all institutions of its kind in the two brief years of its existence, and blazed a new trail for all older competitors to follow. Your splendid management, and the royal treatment you extend every member of your working force commands my open commendation and sincere compliments.

Yours very truly,

H. W. Cies.

FROM MR. THOMPSON.

Gentlemen:—

I wish to extend hearty congratulations on

the second Anniversary of the Charter of your Company, and the wonderful success which it has met with in such a short period of time.

Wishing you continued success for years and years to come, I remain,

Very truly yours,

John Dean Thompson.

FROM MR. LOTT.

Gentlemen:—

Congratulations on your Anniversary. May there be many of them, and every one more successful.

Yours very truly,

L. B. Lott.

FROM MR. UNGERER.

My Dear Mr. Barklow,

Kindly extend to the G.-B. Co. and its officers my sincere congratulations on this the second Anniversary of the existence of the Company. May its life be a long and prosperous one, and may its officers never change. May you always continue to lead in the future as you are now doing, and have done in the past. It is, of course, a pleasure to be in the employ of such a Company as yours, whose officers always have at heart the interests of every employee and it will always be my utmost endeavor to advance the interests of our Company whenever possible. My wishes are that you one and all will always enjoy the best of health, wealth and prosperity.

Sincerely yours,

A. E. Ungerer.

FROM MR. BEELMAN.

Gentlemen:—

On this, the second Anniversary of the birth of the G.-B. Co., please accept my hearty congratulations on the success you have had in bringing up your infant in two short years to nearly, if not quite, the size and strength attained by the children of our beloved competitors after many years of careful nursing. I am proud to be associated with the men and women who have attained such phenomenal success, and hope I may hold up my end of the ladder sufficiently well to insure my being able to offer congratulations on many succeeding Anniversaries. May the growth of the youngster in the next two years be even greater than in the last two.

Yours truly,

C. M. Beelman.

FROM MR. ALBERT.

Gentlemen:—

Please accept my hearty congratulations on this the second Anniversary of your Corporation. You may well feel proud of such a wonderful success. Those of your Company whose knowledge of the business gave them the courage to undertake so big an enterprise even under adverse circumstances are especially to be congratulated May each succeeding Anniversary show a corresponding increase of business for the "Good Old G.-B. Co."

Yours very truly,

J. B. Albert.

FROM MR. LINSLEY.

Gentlemen:—

I wish to put in a word of praise for the gigantic two year old G.-B. Co. Indeed it is a wonderful organization, managed by the kind of men who do things, and do them rightly too. May nothing but success be their's.

Very truly yours,

F. H. Lindsley.

FROM MR. FADLEY.

Gentlemen:—

I want to congratulate the Company on the wonderul progress it has made in the past two years since it has been incorporated. No other Company has ever equalled it in the calendar business. You have my hearty congratulations.

Yours truly,

C. W. Fadely.

FROM MR. HUFFERT.

Gentlemen:—

While the Oklahoma business in this, our Anniversary Week, may not have added so very materially to the total, I have taken especial pride and pleasure in endeavoring to make it as big as possible. I wish to extend heartiest congratulations to the Officers and Directors of this great Company. May they live to enjoy many years of the prosperity so fairly started, and may each succeeding Anniversary mark an epoch of a greater success.

Yours very truly,

W. C. Huffert.

FROM MR. CARTER.

Gentlemen:—

Upon the occasion of this, your second Anniversary in business, it is a source of gratification for me that I have not failed to send in business every day, and I take this opportunity of expressing to you my sincere congratulations upon the progress you have made during the past two years, and wish to assure you that you may count on the writer to help you double it for the next two years. I am looking for-

ward to, and indulging in, very pleasant anticipations of the next Convention, when I hope to have an opportunity of shaking hands all around.

Yours for success,
J. M. Carter.

FROM MR. CONKLING.

Gentlemen:—

I wish to say for my part that The G.-B. Co. and its office employees have always treated me with courtesy and kindness, and I will endeavor to show my appreciation by increasing my sales. I trust that each succeeding year will find your business increased two-fold.

Yours truly,
Robt. E. Conkling.

FROM MR. MARKS.

Gentlemen:—

I sincerely hope that all the rest of the G.-B. salesmen had the Company's interest as much at heart last week as I did, and also hope that they were all able to demonstrate the fact more forcibly than I did.

As the second year of the existence of the G.-B. Co. as a legal corporation closes with the largest exclusive art calendar house in the world looming into position, there is certainly occasion for the most hearty congratulations to the Officers of the Company. Starting as they did two years ago, with nothing but money and brains to work with, they have in that time built up the largest calendar house in the world, a national reputation, thousands of satisfied customers, and a large force of hearty, co-operating employees. This certainly looks as though the Officers thoroughly knew the game.

Yours very truly,
W. Jay Marks.

FROM MR. W. A. MCDONALD.

Gentlemen:—

Only two years old, but already the biggest, finest and best factory in the country! A banker said to me yesterday, "Such growth and progress is almost unheard of even in this day of big things," and, little the general public know of the amount of work that it has taken to accomplish the wonderful results. The stockholders may be justly proud of having chosen for their officers men who have shown such rare executive ability, able to handle such large projects, and at the same time no matter how busy, always ready and anxious to talk to some salesman (not making brilliant showing) and send him on his way rejoicing with many words of encouragement and cheer. We of the field force realize the pleasure it is to work under such management.

I recently had the pleasure of a visit at the factory, and want to thank the officers for the many courtesies shown me at that time.

Yours very truly,
W. A. McDonald.

FROM MR. MEYER.

Gentlemen:—

I wish to extend my heartiest congratulations to the Officers and Directors of the G.-B. Co. on this the second Anniversary of the founding of the most successful calendar house in the country. Although my sales have not been record breaking or such as I would have wished them to be, I hope to do better before your next Anniversary, and am proud to be one of the sales force of so successful an institution.

Assuring you of my best wishes, I remain,
Respectfully,
E. E. Meyer.

FROM MR. REILLY.

Gentlemen:—

It is with regret that I cannot send in this letter with a big order, but it has been my misfortune to have to quit work Tuesday, having been hit by the heat on that day. It was my intention to do as John Dean Thompson asked me to, and help as much as possible to make this week one to be remembered with pleasure by the Officers and Directors of the Company, and I know that nothing would plesase you better than a good showing in every territory, therefore, my regrets that I have not sent in my little help to make the grand total large enough for a fitting wind up of two years of calendar selling that has placed the Gerlach-Barklow Co. second to none in this country. I am proud of the line and of the firm, and as I have told many people, I am working for the best firm doing business in the United States, and carrying the best line. As your representative I have heard nothing but compliments of the line and the firm that could build up such a business as you have done in two years. My only wish is that I may spend years in the employment of the G.-B. Co., making an increase in your bank account and my own.

Trusting that the rest of the sales force have lived up to expectations, and wishing you many successful Anniversaries, I remain,

Very truly yours,
J. G. Reilly.

FROM MISS LOVE.

Gentlemen :—

You no doubt know by this time of the special effort put forth by the Sales Force this week in honor of the organization of the Gerlach-Barklow Co., and I wish to say that while the effort here has not been conducive of as great results as I could have wished, it has been been a pleasure.

I appreciate the unusual success attained by the Gerlach-Barklow Co. in its two year's existence, and the push and enterprise of those back of this success, and wish to heartily congratulate you upon same.

Hoping the Company will enjoy even a greater prosperity and growth in the future, and that I may be able to produce such results in my territory as to grow with it, I am,

Respectfully,

True Love.

FROM MR. PARKS.

Gentlemen :—

I take great pleasure in congratulating the Officers and Directors of the G.-B. Co. Any firm that can build up a substantial business in one year, and then increase the gross business nearly 100% in less than six months of the second year certainly are giving the buying public better goods than the old competing firms.

Yours very truly,

W. G. Parks.

With the spirit of loyalty displayed in these hearty letters of congratulation prevading sales force, office and factory, we have little doubt but that the G.-B. Co. will continue its successful career until it distances all competition. Again, gentlemen, we thank you.

E. J. Barklow,
General Manager.

CONKLING WRITES ABOUT PRIZE GRIP

Mr. Conkling was one of the winners in the last contest foı grips. We don't believe his name was announced officially in the pages of the Review for the reason that at the time we announced the winners, there were one or two orders of his that had to be straightened out before we could award him a grip. We are mighty glad to say that he was able to report a sufficient volume of business to entitle him to a grip, as he is a new man on the G.-B. force and is making a good showing considering the length of time he has been in the game. His letter follows:

"On visiting the office a few days ago to my surprise I was greeted with something I needed about as bad as money, "a grip." I wish to say to every salesman on the G.-B. force, that when a fellow has something handed to him that is the best and most useful article that is needed, a letter of thanks is a small way of showing appreciation.

Conkling."

HANDICAP CONTEST SCORES, WEEK ENDING, JUNE 26th

Albert	3
Barber	4
Beelman	6
Bowles	2
Brooks	13
Byron	0
Carter	20
Cies	19
Coleman	Not Working
Conkling	18
Coulter	5
Ellis	6
Fadely	5
Fairbairn	3
Finley	18
Gerlach, A. E.	Not Working
Henaghan	Not Working
Huffert	12
Lins	14
Lott	10
Lindsley	7
McCullough	3
McCully	4
McDonald, H. B.	3
McDonald, W. A.	21
McLaughlin	51
Marks	6
Meyer	19
Moore	5
Osmun	8
Oxford	0
Parks	9
Reilly	0
Roberts	17
Saxton	Not Working
Shepard	4
Shimmin	5
Smith, F. A.	Not Working
Smith, H. E.	0
Smith, S. L.	Not Working
Thompson	42
Ungerer	16
White	29
Woodman	Not Working

Handicap Contest

Starts May 31st, Ends July 31st

SEVEN PRIZES OFFERED

First, Original Painting, Valued $100.00 or More
Second, Original Painting, Valued $100.00 or More

Third	- -	$30.00 Cash
Fourth	- -	25.00 Cash
Fifth	- -	20.00 Cash
Sixth	- -	15.00 Cash
Seventh	- -	10.00 Cash

Standings Published Weekly

Scores Based on Averages for Year to May 1st

New Men Rated by Sales Department

10 Points for Writing an Average Weekly Total.
1 Point Less for Each 1-10 Less Than Weekly Average.
2 Points for Each 1-10 Increase Over Weekly Average.
10 Points for Largest Increase Over Weekly Average.
5 Points for Second Largest Increase Over Weekly Average.

10 Points for Largest Number of Orders, Weekly.
5 Points for Second Largest Number of Orders, Weekly.
1 Point for Each Day's Business.
1 Point Extra for Writing Business on the Fifth Day.
3 Points Extra for Writing Business on the Sixth Day.
1 Point for Each Mailing Card or Blotter Order.

Charter week anniversary was a big success, and Mr. Barklow has something to say about the work of the sales force elsewhere. Despite the fact that the corresponding week of last year was one of the big weeks of the Summer months, and that the week ending June 26th this year was one of the hottest weeks of the Summer, the sales force responded splendidly to the call for a fitting celebration of our second anniversary. The increase in sales over the corresponding week of last year was over 50%. We have made much larger weekly increases since Jan. 1st, but not under similar circumstances.

Mr. McLaughlin still holds the lead in the contest. He again scores a total of 51 points for the week, which was exactly the score he made last week. While his total sales for this week are not as large as the previous week, he scores additional points on account of writing

business five days, and furthermore had three mailing card or blotter orders, which gives him a total of nine points under these two headings last week.

While Mr. McLaughlin has somewhat of a lead, when it is posible to score as many as 51 points in one week, you will understand that it is not a difficult matter to overcome such a lead.

Now a few words with reference to the scores of the sales force during the week ending the 26th. As stated above Mr. McLaughlin scored 51 points. He makes this score in the following manner: His sales for the week show an increase of 109% over his average and he scores 32 points. He shows the largest increase over average and scores 10 points under this heading. He has six points for days' business, and three points for mailing card or blotter orders.

Mr. Thompson scores 42 points for the week. His sales show an increase of 60% over his average, giving him a count of 21 points. He counts 10 points for writing the largest number of orders during the week, and ten points for writing business every day, with one point for mailing card or blotter order, making a total of 42.

Mr. S. H. White scores 29 points. His sales show an increase of 60% over average, scoring him 22 points. He has the second largest increase which gives him five points, and two points for day's business.

W. A. McDonald follows with 21 points. He reports a good business, the total of which is 47% in excess of his average, and he scores 19 points. One point for day's business and one mailing card or blotter order makes his total 21.

Mr. Carter is just one point behind with a score of 20. His business is just a few dollars behind his average, still he scores 10 points, as we do not split points. He wrote business every day and counts 10 points under this heading.

Mr. Cies and Mr. Meyer tie for sixth place with 19 points each. Mr. Cies makes his score by writing business not far behind his average for the year, scoring nine points. He had the second largest number of orders and counts five points under this heading, four points for day's business and one mailing card or blotter order. Mr. Meyer's score is made in this way. He wrote a business 32% in excess of his average, and counts 16 points under this heading with three points for day's business. Mr. Meyer by the way leads the sales force for the week with a very fine total.

Mr. Conkling and Mr. Finley follow with 18 points each. Mr. Conkling is just up to average scoring him 10 points; Six points for day's business and two points for mailing card or blotter orders. Mr. Finley writes a business 10% over his average and scores 12 points. He wrote business five days and counts six points under this heading.

Mr. Roberts follows with 17 points. His business is not up to his average and he scores five points. He however, wrote business five days counting him six points and six mailing card or blotter orders, giving him a total of 17.

Mr. Ungerer scores 16 points for the week. His business is not up to his average for the year still he scores six points under this heading. Six points for day's business, and four mailing card or blotter orders gives him the total of 16.

Mr. Brooks scores 13 points for the week. His business is just $2.00 over his average weekly sales for the year, and he counts ten points. He reports business for three days counting him three points.

Mr. Huffert has a score of 12 for the week. Mr. Lott ten. Others follow closely behind, and all in all the scores for the week are very good.

While we are just reviewing the fourth week of the contest, by the time this reaches you, you will be entering the seventh week. Remember there are seven prizes offered in this contest. If you cannot win first prize, the second prize is also a painting valued at just about as much as first prize, and after this there are five cash prizes. If you can go out and write a business in excess of your average you will be surprised

how fast the points count up, particularly so if you can make a good showing under business regularity.

Take the work of Mr. Thompson for instance. Two weeks ago he was hardly in the running, having a score then of 27 points for the two weeks. During the last two weeks he has scored 84 points and now stands number three. In making this score of 84 for the two weeks, each week he counts twenty points on account of having business every day and for the past two weeks he has had the largest number of orders for each week. It was John Dean Thompson as you know who suggested making charter week a big week. Probably during the week preceding charter week he was warming up and went out and wrote the largest number of orders of any man on the force. This is also true of charter week, when he again wrote the largest number of orders. This simply shows the possibilities of the contest.

You must bear in mind that should you be fortunate enough to win a prize, at the same time you will be benefitted much more greatly by the increased commissions that you will earn by making a special effort to roll up a big score. Go after a prize and if you fall down at least you will have earned extra commissions.

WEEK ENDING, JUNE 26th

Mr. Meyer leads the sales force in gross sales for the week. He reports a very satisfactory total, although it is made up of but three orders. One of his orders however, was a very good one amounting to $377.50 and this added to the total of other orders gives him a very nice week.

Mr. Finley follows, having reported six orders and business five days. On Monday he booked one order; Tuesday two orders; Wednesday, Thursday and Saturday one each. His best order was written on Thursday and amounts to $118.00.

Mr. S. H. White stands number three. His best report was on Tuesday and includes two orders amounting to $250.00.

Mr. Cies follows closely behind Mr. White with a nice total to his credit. He reports business four days and a total of 14 orders. He started out the week in splendid shape, but for some reason his work towards the end of the week slumped a little. On Monday he booked five orders amounting to considerably over $100.00; Tuesday four orders; Wednesday he was skunked; Thursday his work resulted in three orders, and Saturday one order. In spite of the fact that there are two blank reports for the week the total number of orders he booked is very good.

Mr. McLaughlin follows with business for five days and a total of ten orders. For Monday a blank report was received; Tuesday he booked four orders; Wednesday one; Thursday and Friday two orders each and Saturday one. His best business was written on Friday, his two orders amounting to approximately $150.00.

John Dean Thompson has a total just $4.00 less than that of Mr. McLaughlin. He reports business every day and a total of 16 orders. This is certainly nice work for the "fat old guard" as Mr. Lott styles him. He surely must have kept on the move to book such a splendid total of orders.

Mr. Carter follows with a clean week and ten orders. On Monday, Thursday, Friday and Saturday he booked two orders each; Tuesday and Wednesday one each.

Mr. Conkling has just a few dollars less than that of Mr. Carter for the week. He reports business for five days and seven orders. Friday was his off day.

Mr. Roberts stands number nine in gross sales. He reports business for five days and a total of nine orders. On Monday he booked three orders; Tuesday two and Wednesday one. We did not receive a report for Thursday, but Friday he reports two orders, and on Saturday one.

Miss True Love stands number ten. She reports business Tuesday, Wednesday and Thursday, the remaining days of the week bringing in blank reports. Her best order was was booked on Tuesday and amounts to $136.00.

There are many others that follow with totals within a few dollars of the last few mentioned and the work of the sales force during

charter anniversary week was most satisfactory in every respect. While there was no spectacular work, the greater portion of the sales force put in full time in the field, with the result that we are able to report a gain of over 50% over the corresponding week of last year, which week by the way was one of the best weeks of last Summer.

As a matter of fact many good things stood in the way of making a big showing during charter anniversary week. As just stated we had one of the hardest weeks of last Summer to go up against and the week ending the 26th was one of the hottest weeks we have experienced so far this year. Regardless of this however, the force reported a business which reaches a total greater than that reported any week since the first of May.

Days' Business.

John Dean Thompson and Mr. Carter both have clean records for week ending June 26th, each having reported business daily. Those reporting business five days are: Messrs. Roberts, Ungerer, Conkling, Finley and McLaughlin. From reports received from the field the week ending the 26th was an unusually hot week. The heat in this section of the country was terrific and it seems to have been pretty general. It was unfortunate that we had to experience such warm weather during which to celebrate charter week. However, as we have stated elsewhere, everything considered the results were most gratifying.

Number of Orders.

You will remember that it was Mr. John Dean Thompson, who proposed celebrating charter week, by the sales force putting in steady work in the field. He himself responds gamely, leading the force in number of orders booked for the week with a total of 16. While Mr. Thompson does not lead in gross sales for the week, he certainly has lived up to the spirit of his suggestion, having booked more orders than any other man on the force.

Mr. Cies follows with a total of 14. Mr. McLaughlin and Mr. Carter tie for third place with ten each. Mr. Roberts stands No. four with nine orders. Mr. Conkling and Mr. Lins tie for fifth place with seven each. Messrs. Finley, Huffert, Publow and Ungerer tie for sixth place with six orders each. Mr. Lindsley and Mr. Parks tie for seventh place with five orders each.

SOME GOOD ORDERS

Good orders are not as plentiful as they were some months ago. At the same time it is surprising the number of good sized ones that are coming in with regularity. We mention here a few booked during the week ending the 26th.

Mr. Barber sold a wholesale grocer "An English Fishing Village" in series D7 with some reinforced mailing devices, the order amounting to $136.00.

Mr. Finley's best order of the week was a bank order amounting to $130.00. It calls for 300 De Luxe and 750 Plain Business Calendars. We might say that this order was placed early in the year, part of it being conditional; it has just been fixed up and is entered as referred to above. The Saving Department of the same bank placed an order for our series D 33 "Holly" with reinforced mailers. This order amounts to $118.00.

Mr. Lott sold a bank some special calendars amounting to $96.00. Miss True Love's best order of the week was from a drug company. It amounts to $136.00, and calls for Davis' De Luxe series 33 with parchment envelopes.

Mr. Meyer sold a dealer in lumber and builders' supplies 400 of "Monarch of the Farm-yard" in series M6 with reinforced mailing devices.

Mr. W. A. McDonald sold a coal company 1000 of "Twilight" in series M29. Mr. McLaughlin's best order of the week was a bank order amounting to $133.00. It calls for some plain business calendars, "Violet" in series M28, and "Beech Forest, Springtime" in series M27.

Mr. Osmun sold a lumber company 1300 of "Moonlight on the Old Canal" in series M30. Mr. Rowe's best order of the week was a bank order. It calls for 1500 of "A Hampshire Cottage" in series M22 with mailing envelopes and strawboard protectors.

Mr. Shimmin sold a milling company 1000 of "Marion" in series D28 with reinforced mailing devices. Mr. S. H. White's best order of the week amounts to $250.00. It is from a dealer in teas and coffees. The subject selected is "Lincoln in '61" in series 27.

THE G.-B. LINE THE BEST HE EVER SAW

Mr. Lins, who by the way is a new man on the G.-B. force ran into a buyer who has been using Osborne calendars for the last ten years. After Lins had stated his business the prospect informed him that he had been buying from the Osborne line for a number of years, and never saw a line that compared with it. Although Mr. Lins worked an hour with him the first afternoon he saw him he could not get an opening and finally left. The next morning was cooler and he called on him early and finally after sparring for about half an hour he got his case open. Our splendid Palm series in series D28 immediately made a pronounced impression on him, and Mr. Lins finally wrote his order, the buyer voluntarily admitting that the G.-B. line was the best he had ever looked at. Mr. Lins' letter follows:

"The party I sold the order of De Luxe mounts to was an old Osborne man and he told me that it was no use to show my line that "they" all told him what they had was as good as the Osborne line, but he had been buying from the Osborne line for ten years and never saw anything that could compare with it. I told him, of course the Osborne line was a fine one but I considered the G.-B. just as good and wanted him to be the judge. I worked with him an hour yesterday but couldn't get an opening. It was a very hot day and he was a little out of humor so I waited until this morning when it was cool. I called early and after about a half hour's "sparring" I got my case open, and the very first sample I showed he selected. Of course, I showed the line, but he selected the first one. I feel it was quite a victory for the G.-B. line.

There are two men that live here that travel for Colson, and I found it mighty hard competition. I could no more get the business than any other concern could sell the merchants of my home town.

I forgot to say that the old Osborne customer at C— admitted without a word from me that ours was the best line he had ever seen. Of course, that meant that it was better than the Osborne line. He usually buys 500 calendars, but I think under the circumstances he was a little "bashful" because he "blew up" the Osborne line the way he did. I feel so good over this sale that I don't care whether I do any more business this week or not.

Geo. J. Lins."